

**City of Auburn WA Departments of Administration - Economic Development Division &  
Community Development & Public Works**

**Q & A FROM MANDATORY MEETING**

**Date 06/08/2015**

**REQUEST FOR PROPOSAL (RFP 2015-1001)**

**Ten (10) Year Economic Development Strategic Plan**

**Bid Deadline and Delivery Date: June, 22<sup>nd</sup> 2015 5PM local time**

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**The following are questions asked by potential respondents to the above named RFP with answers from the City of Auburn's WA Department of Administration, Economic Development Division. The headers below are in reference to pages and tasks found in the RFP.**

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1. Q. Deadline: Most Cities will allow an electronic copy to be sent on the deadline date and a hard copy due the next day?  
A. Please reference Addendum No. 2 for clarification on this matter.

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2. Q. How is consultant selected for interviews different from the Panel Review?  
A. Please reference the "REVEIW PROCESS" on page 13 of the RFP.

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3. Q. The \$250,000 seems to be a large amount?  
A. We realize the amount is substantial, and responses to the RFP will vary. Our expectations for quality are extremely high. The successful respondent must be accurate, detailed, and deliver a product with substance, not just spreadsheets and numbers. We want the resulting ten year plan that is sustaining and recession proof.

**Page 7 & 8**

4. Q. What would you like us to elaborate on in the Market Capacity Study?  
A. You are the experts. Elaborate on what you think the Market Capacity Study means, or should mean to the City of Auburn.
5. Q. What was the impact on the State's streamline Sales Tax?  
A. The State's Streamline Sales Tax hurt the City of Auburn. The existing warehouses hold products, however, since sales tax is assessed at the point of delivery all products leaving the City of Auburn fail to receive any benefit of taxation. The city currently has been receiving annual subsidies from the State of WA, but subsidies will expire in the next 12-24 months.
6. Q. Has Auburn done a Cross Marketing Study?  
A. No.

7. Q. Do you have old studies that we can use?  
A. Yes, all existing studies have been posted on the RFP website for your use.
8. Q. When preparing for the RFP have any stakeholders come forward?  
A. Yes.
9. Q. Do we have any comparable stakeholders picked out at this time?  
A. No.
10. Q. How did you come up with the License Plate Survey?  
A. It is a commuter parking study performed by Sound Transit to determine what cities current ridership is originating from.
11. Q. Why are we doing such a push on retail?  
A. A full variety of retail options is an important goal in achieving a better quality of life for our citizens. We desire a main street with culture and life that supports current citizens and future generations. Currently Auburn has a large inventory of warehouse space; originally developed to support the nearby Port of Tacoma and Port of Seattle. However, we are growing and would like to see warehouse space converted to manufacturing, and retail space to support the manufacturers/employees' needs. We want living wage jobs with places for the employees to work, live, and play in Auburn.
12. Q. Is Auburn finished with Annexation?  
A. Not at this time.

#### **Task 4**

13. Q. Are you looking for large community engagement or a smaller engagement with Council?  
A. We pride ourselves in listening to our citizens, directly and through the Council. We want this engagement to continue through the process.

#### **Task 8**

14. Q. Should applicants go to special stakeholders or should they be more diverse?  
A. We value diversity. Think outside the box, identify potential clusters to target that we may have overlooked in the past. NOTE: The City of Auburn is a certified Innovation Partnership Zone. This document is available to all respondents via the RFP website.
15. Q. What is the relationship with the Muckleshoot Tribe?  
A. Staff and Council work closely with the Muckleshoot Tribe on many matters.
16. Q. Are you going back to the same identified industries as before?  
A. We want a fresh look at our industry clusters, existing and unidentified.
17. Q. Who will be the project manager?  
A. Doug Lein. He will assist with setting up meetings as needed.
18. Q. Does the City have a growth forecast?  
A. No formal growth forecast has been created, however, city budgets are finalized every two years and growth has been on an upward climb.

19. Q. What else besides Retail does the City want to see?  
A. Industries with manufacturing jobs that increase employment. Recent examples are Orion Industries (an aerospace manufacturing and employee training facility), and Hospital Central Services Association (a laundry facility servicing King and Peirce County's).
20. Q. What about IPZ?  
A. The IPZ is currently unfunded. We hope to apply for grant funds in the future.
21. Q. Is there a push for any clusters?  
A. No.

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Questions regarding this Request for Proposal may be directed to the following person:

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